

A large, faint, light-gray watermark of the Defense Acquisition University seal is positioned on the left side of the slide. It features a classical building facade with columns, a torch, an open book, and a banner at the bottom that reads "ADVANCE IN ACQUISITION".

Processes and Opportunities in United States Contracting

April 2006



US Government Acquisition

- ❑ Federal Acquisition Regulations

- ❑ Funding

 - Appropriated funds

 - Non-appropriated funds

- ❑ Socio-economic programs

 - Small Business Programs

 - Authorization Acts, Appropriations Acts, and Other Statutory Restrictions on Foreign Acquisition

Federal Acquisition System

Guiding Principles



The Federal Acquisition System will –

- Satisfy the customer in terms of cost, quality, and timeliness of the delivered product or service
- Minimize administrative operating costs
- Conduct business with integrity, fairness, and openness
- Fulfill public policy objective

FAR 1.102



Procurement Ethics and Transparency

☐ Ethics and Procurement Integrity Laws

- Protection of contractor bid or proposal information
- Protection of source selection information
- Disqualification from participation

☐ Transparency

- Contract award decisions based on factors and significant subfactors in the solicitation
- No special advantage given to specific interest groups (e.g., Coalition Partners)



US Government Acquisition Thresholds

- ☐ Micropurchase
- ☐ Simplified Acquisition
- ☐ Commercial Item Test



Types of Actions

- ☐ Contracts
- ☐ Cooperative Agreements
- ☐ Grants
- ☐ Other Transactions

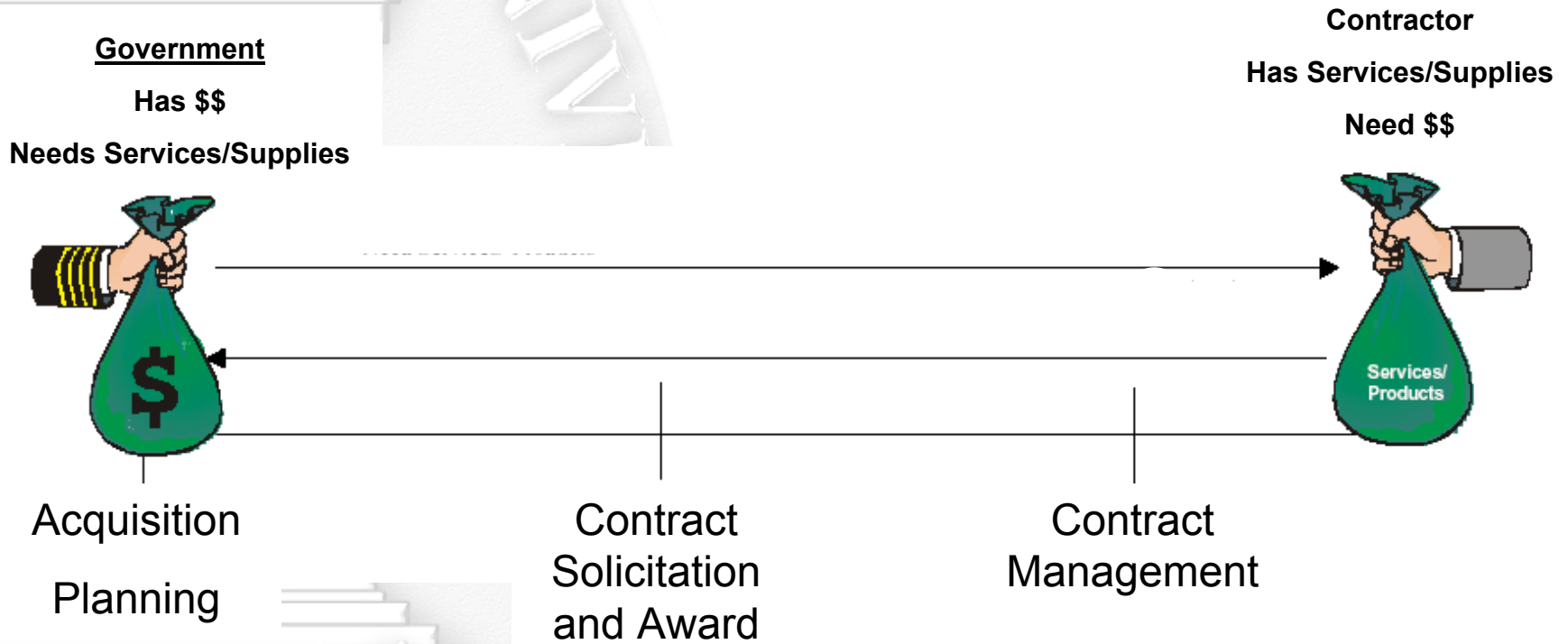


Types of Business Opportunities

- ☐ Prime Contractor
- ☐ Partner
- ☐ Sub-Contractor
- ☐ Supplier

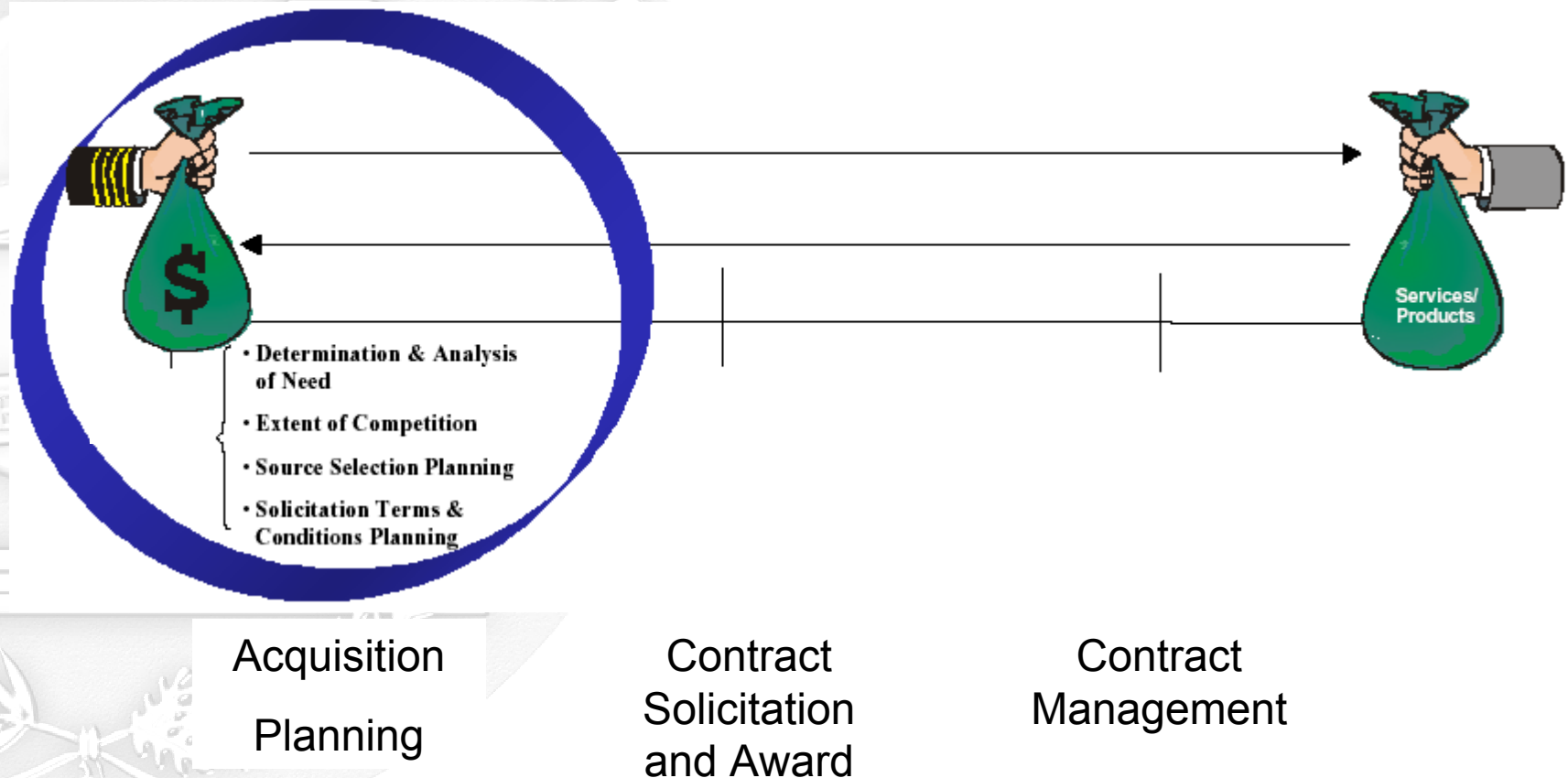


Acquisition Phases





Acquisition Planning Phase



Selling to the Government



☐ Identifying Opportunities

- Central Requirements Posting – FedBizOpps
- Central Contractor Registration
- Commercial and Government Entity (CAGE) Code
- Subcontracting opportunities
- Rebuilding Iraq

☐ Marketing your Business

- Build your network

FedBizOpps

<http://www.fedbizopps.gov/>



FedBizOpps

Federal Business Opportunities

- ★ Find Business Opportunities
- ★ General Information
 - ▶ Section 508
 - ▶ Vendor Notice
 - ▶ Interface Description
 - ▶ Management Responsibility
 - ▶ Frequently Asked Questions
- ★ Privacy and Security Statement
 - ▶ Privacy and Security Statement
- ★ FedBizOpps News
 - ▶ What's New?
 - ▶ 508 Compliance

FedBizOpps.gov is the single government point-of-entry (GPE) for Federal government procurement opportunities over \$25,000. Government buyers are able to publicize their business opportunities by posting information directly to FedBizOpps via the Internet. Through one portal - FedBizOpps (FBO) - commercial vendors seeking Federal markets for their products and services can search, monitor and retrieve opportunities solicited by the entire Federal contracting community.

- ★ Related Links
 - ▶ Demo FBO
 - ▶ DoDBusOpps
 - ▶ Federal Agency Business Forecasts
 - ▶ Federal Assets Sales
 - ▶ Federal Commons
 - ▶ Firstgov
 - ▶ Minority Business Development Agency
 - ▶ PRO - Net
 - ▶ SUB - Net (Subcontracting Opportunities)
 - ▶ Vendor Notification Service
- ★ Contact Information
 - ▶ Email: fbo.support@gsa.gov
 - ▶ Phone: 877-472-3779 (Toll Free)

FedBizOpps
BUYERS

FedBizOpps
VENDORS



Central Contractor Registration

<http://www.ccr.gov/>

CCR Central Contractor Registration

There are 256855 active vendors

[Vendor Corner](#) [Government Areas](#) [Small Business](#) [CCR Handbook](#) [Access CCR Data](#) [Help](#)

Start New Registration
Finish Saved Registration Using Confirmation #
Update or Renew Registrations Using TPIN
Search CCR
Find my DUNS
Find my CAGE
Federal Agency Registration

Notice:
Please note that the CCR.GOV site will be under maintenance from Friday 12:00 noon to Sunday 7:00 p.m. We apologize for this brief inconvenience.

CCR Daily
Electronic Business POC Notice

Upcoming Events

1	2	3	4	5	6
7	8	9	10	11	12
13	14	15	16	17	18
19	20	21	22	23	24
25	26	27	28	29	30
31					

CCR Workshop result:
On September 12th, the CCR Program Office held a half day event to provide updated information on the upcoming CCR mandate. Over 350 attendees from various government agencies were present for this informative session. [Download the slides from the conference.](#)

Federal Acquisition Circular (FAQ) 2001-16 amends the FAR to require contractor registration in CCR database ...

egov My Government My Tools

Security Notice

Commercial and Government Entity (CAGE) Code




http://www.dlis.dla.mil/cage_welcome.asp

CAGE Welcome - Microsoft Internet Explorer provided by Defense Acquisition University

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Address http://www.dlis.dla.mil/cage_welcome.asp Go Links




Defense Logistics Information Service
"A Defense Logistics Agency Activity"

DLIS Web-Enabled Products

Home | Products | Services | Programs | Cataloging | Log Tools | Supplier | Training | Library

Questions?
Ask
Phyllis,
Our
Virtual
Rep!



Products

- DLIS Products
- Web-Enabled
- CD-ROM/DVDs
- Electronic Documents
- On-Line Applications
- Indexed by Business Area
- Indexed by Data Type

Tailored Data Products

Product Demos

Commercial and Government Entity (CAGE)
[Cage Code Search](#)

[Search Now!](#)

Welcome to the Defense Logistics Information Service (DLIS) lookup service of the Commercial and Government Entity (CAGE) Code system via the World Wide Web. DLIS is the only source for the assignment/maintenance of CAGE Codes.

The data contained herein is for [informational](#) purposes only. If your company is listed with incorrect or incomplete data, please contact us at once at the e-mail addresses shown so we can correct the information. This lookup lists all U.S., Canadian and NATO CAGE Codes. If your company has a CAGE Code which is not reflected herein, please e-mail cagemail@dlis.dla.mil (Commercial 269-961-4725, 888-227-2423 or DSN 661-4725) for confirmation of that code.

Guidelines for System Usage

- ▶ Searches are for free, however, DLIS reserves the right to restrict access if unreasonable use of the system is made.
- ▶ Check out the [FAQs](#) area for basic information regarding CAGE Codes
- ▶ A Compact Disk containing all the CAGE Codes is available for purchase. The title for this CD publication is the H Series. There are a variety of other publications on this disk, such as Federal Supply Classification, Federal Item Name, etc. For additional information on this product, US Government agencies and private individuals/companies should direct their queries to subscriptions@dlis.dla.mil (Commercial 1-888-352-9333 or DSN 661-4725).

Start | Inboxes - M... | DAU Intr... | CAGE W... | FW: Tank... | Iraq Cont... | Eastern E... | Adobe A... | Internet | 10:15 AM

SBA SUB-Net

<http://web.sba.gov/subnet/>




SBA - SUB-Net Main Home Page - Microsoft Internet Explorer provided by Defense Acquisition University

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SBA
SUB-Net


About SUB-Net

Search For Solicitation

Post Solicitation



FedBizOpps
for Federal Acquisition Regulation



SBA
SUB-Net

**U.S. Small Business Administration
Subcontracting Network**

The use of SUB-Net fulfills the function set forth in [Federal Acquisition Regulation \(FAR\) 5.206](#), Notice of Subcontracting Opportunities, for contract post notices and thereby increase competition for subcontracts.

Also see SBA's [Subcontracting Opportunities Directory](#)
& [CCR](#) - Central Contractor Registration

[Free Workshop](#) [Iraq Reconstruction RFP's](#) [DISCLAIMER](#)

Privacy

Comments SBA Home Page

* The structure of this page was last modified: 9/12/2004 02:50:33 PM

Internet

Iraq PCO site

www.rebuilding-iraq.net



Home - Microsoft Internet Explorer provided by Defense Acquisition University

File Edit View Favorites Tools Help

Address http://www.rebuilding-iraq.net/portal/page?_pageid=25,626678&_dad=portal&_schema=PORTAL

IRAQ PROJECT AND CONTRACTING OFFICE

Home | About PCO | New Solicitations | Business Participation | News and Events | Projects | Logistics | Secured Access | Site Map

Site Search

Log In

PCO

Iraq Project and Contracting Office

The mission of the Project and Contracting Office (PCO) is to serve the people of the United States and Iraq by contracting for and delivering services, supplies, and information identified within the Iraq Relief and Reconstruction Fund (IRRF), a total \$18.1 billion in resources allocated by the U.S. government and Iraqis for the rebuilding of Iraq.

Current Projects

Contract Work
(Projects are issued from Task Orders.)
Tasks: 266 out of 290
Projects: 2,302 out of 2,824

Construction Starts: 205
Work in Place: \$931 million

Popular Links

Popular Links
[Awarded P.C.O. Prime Contracts](#)
[Frequently Asked Questions](#)
[Photo Gallery](#)
[Donations](#)
[New Solicitations](#)

Ethics, Standards & Policies

Ethics, Standards & Policies
[Contracts Awarded to the Coalition Provisional Authority by the Department of Defense](#)
[CDA - Inspector General Information](#)
[Fraud, Waste and Abuse Hotline](#)


PCO Sectors

[Aesthetics](#)
[Security/Justice](#)
[Oil](#)
[Education/Health/Buildings](#)
[Transportation/Communications](#)
[Water Resources/Public Works](#)

Iraqi & Other Links

Welcome to PCO

PCO Logistics Keeps the Freight Moving for the Reconstruction Effort



There has an opportunity to talk with Jack Hoty, Iraq Project and Contracting Office's (PCO) Director of Logistics for any length of time, he or she is bound to leave with the impression that logistics – the movement and tracking of material – is the most essential component to developing Iraq – Iraq's infrastructure.

[FULL STORY](#) [MORE STORIES](#)

Other Topics

This Week's Highlights

- [Iraqi Employees Affiliated with P.C.O. 111,304](#)
- [Iraqi Firms Working on Reconstruction Over 310](#)
- \$10 Billion in Commitments**
- \$7.032 Billion in Contract Obligations**
- Overview of Project Timelines:**



Common Military

Exercise Requirements

- ✓ **Hotel**
- ✓ **Food Service**
- ✓ **Material Handling Equipment**
- ✓ **Construction Equipment**
- ✓ **Vehicles**
- ✓ **Cell Phones**
- ✓ **Office Supplies/Equipment**

- ✓ **Fuel**
- ✓ **Electrical/Plumbing/Building Supplies**
- ✓ **Portable toilets**
- ✓ **Laundry/dry cleaning**
- ✓ **Medical supplies**
- ✓ **Bottled Water**
- ✓ **Shipping/Customs Clearance**
- ✓ **Port Handling**



Market Your Business

Professional Associations



Conferences



Networking



Market Research



Targeted Calls





Acquisition Planning

- ☐ Develop/define the requirement
 - Services
 - Supplies
 - Construction
- ☐ Market Research
 - Pre-solicitation notices
 - Industry Days
 - Requests for Information (RFIs)



Publicizing Business Opportunities

- ☐ FedBizOpps
- ☐ Bulletin Boards
- ☐ Iraq Investment and Reconstruction Task Force
- ☐ Pre-solicitation notices
- ☐ www.export.gov/iraq/



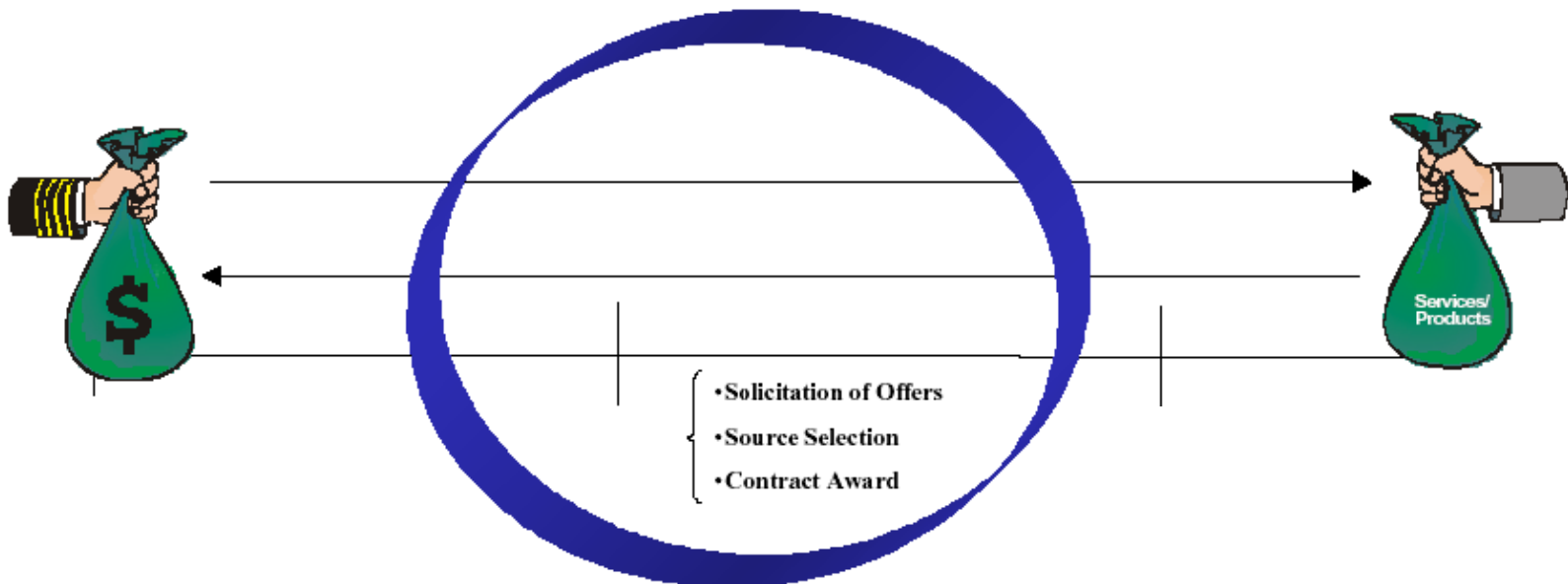
Being Prepared to Respond

- ☐ FAR 52.204-6, Data Universal Numbering System (DUNS) Number
- ☐ FAR 52.204-7, Central Contractor Registration (CCR)
- ☐ FAR 52.204-3, Taxpayer Identification
- ☐ DFARS 252.204-7001, Commercial and Government Entity (CAGE) Code Reporting

Offerors must have required codes and numbers to be eligible for contract awards.



Contract Solicitation and Award Phase



Acquisition
Planning

Contract
Solicitation
and Award

Contract
Management



Uniform Contract Format (UCF)

UCF has specified Parts and format

Part I – The Schedule.

Part II – Contract Clauses.

**Part III – List of Documents, Exhibits, and
Other Attachments.**

Part IV – Representations and Instructions.



UCF Format

□ Part I – The Schedule.

- **Section A Solicitation/contract Form.**
- **Section B Supplies or services and prices/costs.**
- **Section C Description/Specifications/Statement of Work. [Statement of Objective (SOO), if Used]**
- **Section D Packaging and Marking.**
- **Section E Inspection and Acceptance.**
- **Section F Deliveries or Performance.**
- **Section G Contract Administration data.**
- **Section H Special contract requirements.**



Evaluation Factors

- ☐ **Price – Always a factor**
- ☐ **Past performance**
- ☐ **Quality is always a consideration under the FAR**
- ☐ **Technical/Management**
- ☐ **Key Personnel**
- ☐ **Risk**
- ☐ **Other**

Specified in Source Selection Plan (SSP) and Section M of the solicitation.



Evaluation Rating Scheme

- ☐ Color
- ☐ Adjectival
- ☐ Numerical/Points
(Not Generally Used)

This information may not be provided in the solicitation.



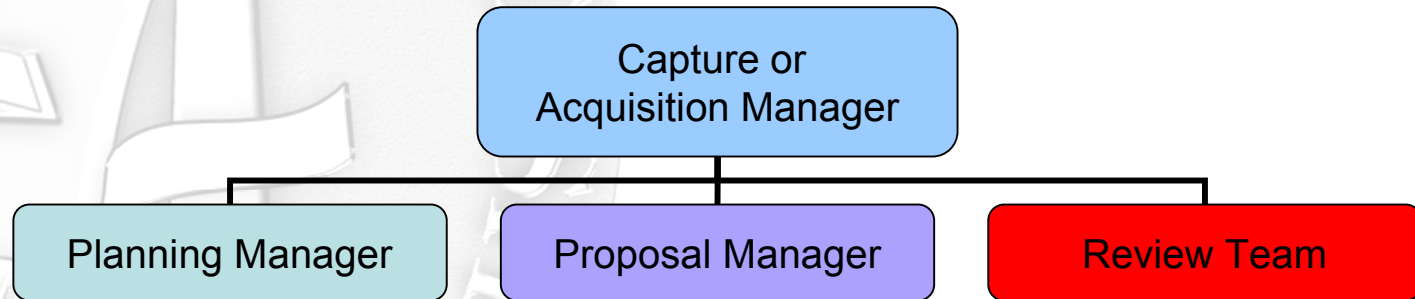
Sample Offeror Proposal Development

- ☐ Anticipate requirements through customer analysis and market intelligence
 - Track RFI and pre solicitation notices
 - Match opportunities with your strengths and capabilities
- ☐ Make Bid – No Bid decisions early
- ☐ Form an Offeror Proposal Team in advance of RFP release

Cost of proposal preparation is borne by the Offeror.



Example Offeror Proposal Team Organization





Understand the RFP

- ❑ Read all RFP instructions carefully
 - Note page limitations
 - Note organization requirements
 - Note submission dates
 - Note special contract requirements



Understand the RFP

- ☐ Seek clarification when necessary,
 - Do not make assumptions
- ☐ Allow sufficient time to meet proposal due dates
 - Late proposals may not be accepted
- ☐ Plan early for how your proposal will be submitted and organized



Special Terms and Conditions

☐ Special Contract Requirements

- Health and Safety Issues (e.g., hard hats, eye protection, safety shoes, safety vests)
- Environmental Concerns
- Security



Mechanics of Offer Submission

- ☐ Offer must be signed by individual authorized to bind the Offeror (Sections A/L)
- ☐ Provide all information requested in the solicitation, including all representations and certifications (Section K)
- ☐ Adhere to page count, if any (Sections L/M)
- ☐ Provide number of copies requested (Section L)
- ☐ Submit offer on time and at place designated in the solicitation (Sections A/L/M)



Representation & Certifications Central Registration

- ❑ On line representation and certification application “<http://orca.bpn.gov/>”



Offeror Proposal Review Teams Example

- ❑ **Blue Team** – proposal team reviewers
- ❑ **Green Team** – “Is my pricing and cost strategy sound?” – Financial staff
- ❑ **Red Team** – Critique and take apart proposal team efforts. Role play governments evaluation team.



Pricing Your Proposal

- ☐ Competition is a fact of life
 - Highlight your strengths (e.g., quality, delivery, knowledge of area)
 - Who's the competition and what are their strengths
- ☐ Type of contract affects your performance risk
 - Fixed Price
 - Cost Reimbursement
 - Indefinite Delivery/Indefinite Quantity (ID/IQ)
- ☐ How is price weighted relative to technical
 - Must be able to perform
- ☐ Security is extremely hard to price
 - How does the RFP address security costs

Price your proposal high enough to make a profit, but low enough to win.